

Novell NetWare 6

Networking Doesn't Get Much Better Than This

If you have read *Novell Connection* over the past year, you know that we were anxiously awaiting the launch of NetWare 6 and that we were impressed by the product both before and after it launched. We were not alone: Over the last several months, numerous trade publications have praised NetWare 6.

You probably have not had time to read all of the articles that have been written about NetWare 6. In fact, you probably don't even receive all of the publications that have reviewed NetWare 6. To help you research what trade publications are saying about NetWare 6, Novell has listed the articles on its web site (www.novell.com/products/netware/nw6_news.html). You will find the following articles particularly interesting:

- "NetWare 6.0: A Gift From God?" *it-analysis*, July 4, 2001 (www.it-analysis.com/article.php?id=1341)
- "Novell Crushes Its Rivals, Leaving Microsoft Behind" *VARBusiness*, Sept. 21, 2001 (www.varbusiness.com/sections/research/research.asp?ArticleID=30028)
- "NetWare 6.0: A New Way to Network" *ExtremeTech*, Dec. 18, 2001 (www.extremetech.com/article/0,3396,s%253D1034%2526a%253D20239,00.asp)

NetWare 6 has also won an impressive number of awards in its short lifetime (www.novell.com/products/netware/awards.html):

- PC Magazine's 2001 Technical Excellence Awards: Best Networking Software
- 2001 COMDEX Best of Show: Best Networking Software
- VARBusiness Awards 2001: Best Enterprise Operating Platform
- DataNews 2001 Award for Excellence

HOW MUCH DOES IT COST?

Although technical excellence may sell you on a product, your company's management undoubtedly focuses on the bottom line. As you know, the purchase price represents only part of the money your company pays for a product. In addition to evaluating the purchase price, you must also consider hidden costs, such as manageability, reliability, and efficiency. For example, if a product is not completely reliable and requires extra work hours to manage, you should factor in these added costs when making your buying decision.

Because you have managed NetWare, you have firsthand experience with NetWare's reliability. Craig Miller, vice president and general manager of the Net Management group, asserts that "NetWare is the most reliable server on the earth. It's a common

story that a NetWare server is kept in a closet and just runs for years and years. . . . That's the kind of heritage that we bring with NetWare—absolute reliability that people can depend on to run their business. . . . NetWare 6 provides nonstop access to data and services, and that's huge to any company whose business is running on servers." ("NetWare 6: There's No Stopping It," *Novell Connection*, Sept. 2001, p. 12. You can download this article from www.ncmag.com/past.)

Miller also believes that "NetWare 6 can help companies cut IT costs by as much as 20 percent. Because NetWare 6 allows companies to consolidate servers, they save on hardware costs. NetWare 6 also cuts costs by providing web-based management tools, improving the efficiency of the IT staff." ("NetWare 6: There's No Stopping It," p. 12.)

If you want to find out if Miller is right—if NetWare 6 can cut your company's IT costs by as much as 20 percent—you can start by using Novell's total cost of ownership (TCO) tool. Available as a free download from the web (www.novell.com/products/netware/nw6_tco.html), this tool helps you collect specific information about your company's network environment and then creates a detailed report that shows how NetWare 6 can reduce your company's TCO.

If your company's management is stuck on Windows 2000 or XP, you may want to set up a demonstration that is outlined on the NetWare Cool Solutions web site (www.novell.com/coololutions/netware). "Try This at Home: NetWare 6 vs. Windows 2000" explains, step-by-step, how to set up a demonstration that illustrates NetWare 6's "superiority over Windows 2000" (www.novell.com/coololutions/netware/features/a_demo_w2k_nw6.html). (For more competitive information, see the white papers at www.novell.com/products/netware/whitepapers.html.)

You may also have fun visiting Novell's Why They Lie web site (www.whyytheylie.com). Novell's goal in setting up this web site is to provide an "unapologetic, direct, bold, focused 'truth assault' campaign" that combats competitor's lies and half truths. The Rant and Rave forum is both enlightening and entertaining.

WHAT ABOUT A TEST DRIVE?

Nothing is better than actually putting a product through its paces. You can download an evaluation copy of NetWare 6 at www.novell.com/products/netware/nw6_eval.html. You can also check out the interactive demonstrations of the two products included with NetWare 6, Novell iFolder (<http://ifolderdemo.novell.com>) and Novell iPrint (www.novell.com/products/netware6/start.html). Be ware, however, these demos may give you upgrade fever. ●